

Docket No. ET00-001CIP

PATENTS

## IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re: the Application of: Conklin et al

Examiner: Susanna Meinecke Diaz

Filed: 10/30/00

Art Unit: 3623

Serial No.: 09/702,062

Patent No. 7,149,724

For: System and Method for an Automated System of Record

Docket No: ET00-001CIP

Attention Certificate of Corrections Branch

Commissioner for Patents

P.O. Box 1450

Alexandria VA 22313-1450

Request for Certificate of Correction under Section 1.322 Office Mistake

Sir:

Applicants hereby request that the above identified Patent be corrected as described in the attached Certificate of Correction form, to add claims 98-260, also attached. As can be seen in the attached notice of Allowance for the above Patent, all 260 claims were allowed.

However, when the Patent was issued on December 12, 2006, only 97 of the 260 allowed claims were included. Since the error was caused by Office Mistake, Applicants respectfully request that the above identified Patent be corrected as quickly as possible.

Respectfully submitted,



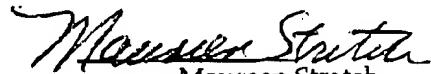
Maureen Stretch  
26 Charles Street  
Natick, MA 01760  
Reg. No.: 29,447  
Cust. No. 27,443

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Natick, MA 01760



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## NOTICE OF ALLOWANCE AND FEE(S) DUE

7590

06/22/2006

Maureen Stretch  
 26 Charles Street  
 Natick, MA 01760

EXAMINER	
MEINECKE DIAZ, SUSANNA M	
ART UNIT	PAPER NUMBER
3623	
DATE MAILED: 06/22/2006	

APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
09/702,062	10/30/2000	William J. Flanagan	ET00-001CIP	8312
TITLE OF INVENTION: SYSTEM AND METHOD FOR AN AUTOMATED SYSTEM OF RECORD				

APPLN. TYPE	SMALL ENTITY	ISSUE FEE	PUBLICATION FEE	TOTAL FEE(S) DUE	DATE DUE
nonprovisional	NO	\$30	\$0	\$30	09/22/2006

THE APPLICATION IDENTIFIED ABOVE HAS BEEN EXAMINED AND IS ALLOWED FOR ISSUANCE AS A PATENT. PROSECUTION ON THE MERITS IS CLOSED. THIS NOTICE OF ALLOWANCE IS NOT A GRANT OF PATENT RIGHTS. THIS APPLICATION IS SUBJECT TO WITHDRAWAL FROM ISSUE AT THE INITIATIVE OF THE OFFICE OR UPON PETITION BY THE APPLICANT. SEE 37 CFR 1.313 AND MPEP 1308.

THE ISSUE FEE AND PUBLICATION FEE (IF REQUIRED) MUST BE PAID WITHIN THREE MONTHS FROM THE MAILING DATE OF THIS NOTICE OR THIS APPLICATION SHALL BE REGARDED AS ABANDONED. THIS STATUTORY PERIOD CANNOT BE EXTENDED. SEE 35 U.S.C. 151. THE ISSUE FEE DUE INDICATED ABOVE REFLECTS A CREDIT FOR ANY PREVIOUSLY PAID ISSUE FEE APPLIED IN THIS APPLICATION. THE PTOL-85B (OR AN EQUIVALENT) MUST BE RETURNED WITHIN THIS PERIOD EVEN IF NO FEE IS DUE OR THE APPLICATION WILL BE REGARDED AS ABANDONED.

### HOW TO REPLY TO THIS NOTICE:

I. Review the SMALL ENTITY status shown above.

If the SMALL ENTITY is shown as YES, verify your current SMALL ENTITY status:

A. If the status is the same, pay the TOTAL FEE(S) DUE shown above.

B. If the status above is to be removed, check box 5b on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and twice the amount of the ISSUE FEE shown above, or

If the SMALL ENTITY is shown as NO:

A. Pay TOTAL FEE(S) DUE shown above, or

B. If applicant claimed SMALL ENTITY status before, or is now claiming SMALL ENTITY status, check box 5a on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and 1/2 the ISSUE FEE shown above.

II. PART B - FEE(S) TRANSMITTAL should be completed and returned to the United States Patent and Trademark Office (USPTO) with your ISSUE FEE and PUBLICATION FEE (if required). Even if the fee(s) have already been paid, Part B - Fee(s) Transmittal should be completed and returned. If you are charging the fee(s) to your deposit account, section "4b" of Part B - Fee(s) Transmittal should be completed and an extra copy of the form should be submitted.

III. All communications regarding this application must give the application number. Please direct all communications prior to issuance to Mail Stop ISSUE FEE unless advised to the contrary.

**IMPORTANT REMINDER:** Utility patents issuing on applications filed on or after Dec. 12, 1980 may require payment of maintenance fees. It is patentee's responsibility to ensure timely payment of maintenance fees when due.

## PART B - FEE(S) TRANSMITTAL

Complete and send this form, together with applicable fee(s), to: Mail

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 P.O. Box 1450  
 Alexandria, Virginia 22313-1450  
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**INSTRUCTIONS:** This form should be used for transmitting the ISSUE FEE and PUBLICATION FEE (if required). Blocks 1 through 5 should be completed where appropriate. All further correspondence including the Patent, Advance orders and notification of maintenance fees will be mailed to the current correspondence address as indicated unless corrected below or directed otherwise in Block 1, by (a) specifying a new correspondence address; and/or (b) indicating a separate "FEE ADDRESS" for maintenance fee notifications.

CURRENT CORRESPONDENCE ADDRESS (Note: Use Block 1 for any change of address)

7590

04/22/2006

Maureen Stretch  
 26 Charles Street  
 Natick, MA 01760

**Note:** A certificate of mailing can only be used for domestic mailings of the Fee(s) Transmittal. This certificate cannot be used for any other accompanying papers. Each additional paper, such as an assignment or formal drawing, must have its own certificate of mailing or transmittal.

**Certificate of Mailing or Transmission**  
 I hereby certify that this Fee(s) Transmittal is being deposited with the United States Postal Service with sufficient postage for first class mail in an envelope addressed to the Mail Stop ISSUE FEE address above, or being facsimile transmitted to the USPTO (571) 273-2883, on the date indicated below.

(Depositor's name)

(Signature)

(Date)

APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
09/702,062	10/30/2000	William J. Flanagan	ET00-001CIP	8312

TITLE OF INVENTION: SYSTEM AND METHOD FOR AN AUTOMATED SYSTEM OF RECORD

APPLN. TYPE	SMALL ENTITY	ISSUE FEE	PUBLICATION FEE	TOTAL FEE(S) DUE	DATE DUE
nonprovisional	NO	\$30	\$0	\$30	09/22/2006
EXAMINER	ART UNIT	CLASS-SUBCLASS			
MEINECKE DIAZ, SUSANNA M	3623	705-080000			

1. Change of correspondence address or indication of "Fee Address" (37 CFR 1.363).

Change of correspondence address (or Change of Correspondence Address form PTO/SB/122) attached.

"Fee Address" indication (or "Fee Address" indication form PTO/SB/47; Rev 03-02 or more recent) attached. Use of a Customer Number is required.

2. For printing on the patent front page, list

(1) the names of up to 3 registered patent attorneys or agents OR, alternatively,

(2) the name of a single firm (having as a member a registered attorney or agent) and the names of up to 2 registered patent attorneys or agents. If no name is listed, no name will be printed.

1

2

3

3. ASSIGNEE NAME AND RESIDENCE DATA TO BE PRINTED ON THE PATENT (print or type)

PLEASE NOTE: Unless an assignee is identified below, no assignee data will appear on the patent. If an assignee is identified below, the document has been filed for recordation as set forth in 37 CFR 3.11. Completion of this form is NOT a substitute for filing an assignment.

(A) NAME OF ASSIGNEE

(B) RESIDENCE: (CITY and STATE OR COUNTRY)

Please check the appropriate assignee category or categories (will not be printed on the patent):  Individual  Corporation or other private group entity  Government

4a. The following fee(s) are enclosed:

4b. Payment of Fee(s):

Issue Fee  
 Publication Fee (No small entity discount permitted)  
 Advance Order - # of Copies \_\_\_\_\_

A check in the amount of the fee(s) is enclosed.

Payment by credit card. Form PTO-2038 is attached.

The Director is hereby authorized by charge the required fee(s), or credit any overpayment, to Deposit Account Number \_\_\_\_\_ (enclose an extra copy of this form).

5. Change in Entity Status (from status indicated above)

a. Applicant claims SMALL ENTITY status. See 37 CFR 1.27.

b. Applicant is no longer claiming SMALL ENTITY status. See 37 CFR 1.27(g)(2).

The Director of the USPTO is requested to apply the Issue Fee and Publication Fee (if any) or to re-apply any previously paid issue fee to the application identified above. NOTE: The Issue Fee and Publication Fee (if required) will not be accepted from anyone other than the applicant; a registered attorney or agent; or the assignee or other party in interest as shown by the records of the United States Patent and Trademark Office.

Authorized Signature \_\_\_\_\_

Date \_\_\_\_\_

Typed or printed name \_\_\_\_\_

Registration No. \_\_\_\_\_

This collection of information is required by 37 CFR 1.311. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.14. This collection is estimated to take 12 minutes to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, Virginia 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Commissioner for Patents, P.O. Box 1450, Alexandria, Virginia 22313-1450.

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APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
09/702,062	10/30/2000	William J. Flanagan	ET00-001CIP	8312
7590	06/22/2006			
Maureen Stretch 26 Charles Street Natic, MA 01760			EXAMINER MBINECKE DIAZ, SUSANNA M	
			ART UNIT 3623	PAPER NUMBER

DATE MAILED: 06/22/2006

**Determination of Patent Term Adjustment under 35 U.S.C. 154 (b)**  
 (application filed on or after May 29, 2000)

The Patent Term Adjustment to date is 374 day(s). If the issue fee is paid on the date that is three months after the mailing date of this notice and the patent issues on the Tuesday before the date that is 28 weeks (six and a half months) after the mailing date of this notice, the Patent Term Adjustment will be 374 day(s).

If a Continued Prosecution Application (CPA) was filed in the above-identified application, the filing date that determines Patent Term Adjustment is the filing date of the most recent CPA.

Applicant will be able to obtain more detailed information by accessing the Patent Application Information Retrieval (PAIR) WEB site (<http://pair.uspto.gov>).

Any questions regarding the Patent Term Extension or Adjustment determination should be directed to the Office of Patent Legal Administration at (571)-272-7702. Questions relating to issue and publication fee payments should be directed to the Customer Service Center of the Office of Patent Publication at 1-(888)-786-0101 or (571)-272-4200.

**Notice of Allowability**

Application No.	Applicant(s)
08/702,062	FLANAGAN ET AL.
Examiner	Art Unit
Susanna M. Diaz	3623

-- The MAILING DATE of this communication appears on the cover sheet with the correspondence address--

All claims being allowable, PROSECUTION ON THE MERITS IS (OR REMAINS) CLOSED in this application. If not included herewith (or previously mailed), a Notice of Allowance (PTOL-85) or other appropriate communication will be mailed in due course. THIS NOTICE OF ALLOWABILITY IS NOT A GRANT OF PATENT RIGHTS. This application is subject to withdrawal from issue at the initiative of the Office or upon petition by the applicant. See 37 CFR 1.313 and MPEP 1308.

1.  This communication is responsive to Applicant's responses filed March 26, 2008 and May 22, 2006.
2.  The allowed claim(s) is/are 2-281.
3.  Acknowledgment is made of a claim for foreign priority under 35 U.S.C. § 119(a)-(d) or (f).
  - a)  All
  - b)  Some\* c)  None of the:
    1.  Certified copies of the priority documents have been received.
    2.  Certified copies of the priority documents have been received in Application No. \_\_\_\_\_.
    3.  Copies of the certified copies of the priority documents have been received in this national stage application from the International Bureau (PCT Rule 17.2(a)).

\* Certified copies not received: \_\_\_\_\_

Applicant has THREE MONTHS FROM THE "MAILING DATE" of this communication to file a reply complying with the requirements noted below. Failure to timely comply will result in ABANDONMENT of this application.  
THIS THREE-MONTH PERIOD IS NOT EXTENDABLE.

4.  A SUBSTITUTE OATH OR DECLARATION must be submitted. Note the attached EXAMINER'S AMENDMENT or NOTICE OF INFORMAL PATENT APPLICATION (PTO-152) which gives reason(s) why the oath or declaration is deficient.
5.  CORRECTED DRAWINGS (as "replacement sheets") must be submitted.
  - (a)  Including changes required by the Notice of Draftsperson's Patent Drawing Review (PTO-948) attached
    - 1)  hereto or 2)  to Paper No./Mail Date \_\_\_\_\_.
  - (b)  including changes required by the attached Examiner's Amendment / Comment or in the Office action of Paper No./Mail Date \_\_\_\_\_.

Identifying indicia such as the application number (see 37 CFR 1.84(c)) should be written on the drawings in the front (not the back) of each sheet. Replacement sheet(s) should be labeled as such in the header according to 37 CFR 1.121(d).
6.  DEPOSIT OF and/or INFORMATION about the deposit of BIOLOGICAL MATERIAL must be submitted. Note the attached Examiner's comment regarding REQUIREMENT FOR THE DEPOSIT OF BIOLOGICAL MATERIAL.

## Attachment(s)

1.  Notice of References Cited (PTO-892)
2.  Notice of Draftsperson's Patent Drawing Review (PTO-948)
3.  Information Disclosure Statements (PTO-1449 or PTO/SB/08),  
Paper No./Mail Date \_\_\_\_\_
4.  Examiner's Comment Regarding Requirement for Deposit  
of Biological Material

5.  Notice of Informal Patent Application (PTO-152)
6.  Interview Summary (PTO-413),  
Paper No./Mail Date \_\_\_\_\_
7.  Examiner's Amendment/Comment
8.  Examiner's Statement of Reasons for Allowance
9.  Other \_\_\_\_\_

*Susanna Diaz*  
SUSANNA M. DIAZ  
PRIMARY EXAMINER

*Att 3623*

Application/Control Number: 09/702,062

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Art Unit: 3623

### REASONS FOR ALLOWANCE

1. Claims 2-261 are allowed.

2. The following is an examiner's statement of reasons for allowance:

The Examiner deems claims 2-261 to be allowable over the prior art of record for the reasons set forth in the Notice of Allowance mailed on July 24, 2004 as well as those reasons set forth in Applicant's persuasive arguments presented in the responses filed on March 26, 2006 and May 22, 2006.

Any comments considered necessary by applicant must be submitted no later than the payment of the issue fee and, to avoid processing delays, should preferably accompany the issue fee. Such submissions should be clearly labeled "Comments on Statement of Reasons for Allowance."

3. Any inquiry concerning this communication or earlier communications from the examiner should be directed to Susanna M. Diaz whose telephone number is (571) 272-6733. The examiner can normally be reached on Monday-Friday, 10 am - 6 pm.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Tariq Hafiz can be reached on (571) 272-6729. The fax phone number for the organization where this application or proceeding is assigned is 571-273-8300.

Application/Control Number: 09/702,062

Page 3

Art Unit: 3623

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free).

*Susanna Diaz*  
Susanna M. Diaz  
Primary Examiner  
Art Unit 3623

June 8, 2006

**FAX COVER SHEET**  
**MAUREEN STRETCH**  
**Attorney at Law**

26 Charles Street  
Natick, MA 01760

Phone:  
Fax: 508-651-9932

Send to:	<b>Commissioner for Patents</b>
Attention:	<b>Attention Certificate of Corrections Branch</b>
Office location:	<b>P.O.Box 1450, Alexandria VA 22313-1450</b>
Fax number:	<b>703-308-6672</b>
From:	<b>Maureen Stretch</b>
Client/Matter	<b>Application Serial. NO. 09/702,062 US Patent No. 7,149,724</b>
Date:	<b>2/22/2007</b>

**TOTAL PAGES, INCLUDING COVER:** 29

**Contents**

Request for Certificate of Correction to add allowed claims 98-260;  
Certificate of Correction and claims 98-260  
Copy of Notice of Allowance

**COMMENTS:**

- Original will not follow
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PTO/SB/44 (04-05)

Approved for use through 04/30/2007. OMB 0651-0033

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(Also Form PTO-1050)

UNITED STATES PATENT AND TRADEMARK OFFICE  
CERTIFICATE OF CORRECTIONPage 1 of 22

PATENT NO. : 7,149,724

APPLICATION NO.: 09/702,062

ISSUE DATE : Dec. 12, 2006

INVENTOR(S) : Flanagan et al.

It is certified that an error appears or errors appear in the above-identified patent and that said Letters Patent is hereby corrected as shown below:

ADD Claims 98-260, as shown on the attached pages.

Added  
reference  
to a total  
of 22 pages  
CMB  
2/22/07

MAILING ADDRESS OF SENDER (Please do not use customer number below):

MAUREEN STRETCH

26 CHARLES ST

NATICK MA 01760

This collection of information is required by 37 CFR 1.322, 1.323, and 1.324. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.14. This collection is estimated to take 1.0 hour to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, VA 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Attention: Certificate of Corrections Branch, Commissioner for Patents, P.O. Box 1450, Alexandria, VA 22313-1450.

If you need assistance in completing the form, call 1-800-PTO-8199 and select option 2.

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PATENTS

Claim 98. An apparatus for providing an automated system of record for processing multivariate negotiations, comprising:  
a multivariate negotiations system including storage space, and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the multivariate negotiations system being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

Claim 99. The apparatus of Claim 98, wherein the storage space further comprises a database capable of being configured as specified by user-supplied context.

Claim 100. The apparatus of Claim 99, wherein the user-supplied context further comprises access and configuration data supplied through remote web authoring functions and sponsored community rules for communities, workgroups, and participants.

Claim 101. The apparatus of Claim 100, wherein the access and configuration data further comprise media and formatting choices.

Claim 102. The apparatus of Claim 101, wherein the media choices further comprise visual, print, audio, and audiovisual media.

Claim 103. The apparatus of Claim 102, wherein the formatting choices further comprise a plurality of display options.

Claim 104. The apparatus of Claim 103, wherein the display options further comprise the option of showing multiple sets of terms on a display page.

Claim 105. The apparatus of Claim 103, wherein the display options further comprise the option of showing multiple sets of terms on multiple display pages.

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PATENTS

Claim 106. The apparatus of Claim 103, wherein the display options further comprise the option of showing non-annotated stored terms to direct attention to changes in terms.

Claim 107. The apparatus of Claim 103, wherein the display options further comprise the option of using annotation to direct attention to changes in terms.

Claim 108. The apparatus of Claim 107, wherein annotation further comprises using highlighting to direct attention to changes in terms.

Claim 109. The apparatus of Claim 107, wherein annotation further comprises using underlining to direct attention to changes in terms.

Claim 110. The apparatus of Claim 107, wherein annotation further comprises using symbols to direct attention to changes in terms.

Claim 111. The apparatus of Claim 102, wherein the audio media choices further comprise text to speech options to direct attention to changes in terms.

Claim 112. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to show changes for only a specified subset of terms.

Claim 113. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes automatically as negotiations progress.

Claim 114. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes only as requested manually by a user.

Claim 115. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by linking a uniform resource locator to at least one subset of the changed terms.

Claim 116. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by transmitting a notification to the user, the notification referring to the changed terms.

Claim 117. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by sending an electronic mail message including the changed terms.

Claim 118. The apparatus of Claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by sending an electronic mail message referring to the changed terms.

Claim 119. A method for providing an automated system of record for at least one negotiation, comprising the steps of :

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operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing the changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

Claim 120. The method of Claim 119, wherein the step of storing changed terms in the storage space further comprises the step of storing the changed terms in a database capable of being configured as specified by user-supplied context.

Claim 121. The method of Claim 120, wherein the step of using user-supplied context further comprises the step of using access and configuration data supplied through remote web authoring functions and sponsored community rules for communities, workgroups, and participants.

Claim 122. The method of Claim 121, wherein the step of using access and configuration data further comprises the step of using media and formatting choices.

Claim 123. The method of Claim 122, wherein the step of using media choices further comprises the step of using visual, print, audio, and audiovisual media choices.

Claim 124. The method of Claim 123, wherein the step of using formatting choices further comprises the step of using a plurality of display options.

Claim 125. The method of Claim 124, wherein the step of using display options further comprises the step of showing multiple sets of terms on a display page.

Claim 126. The method of Claim 124, wherein the step of using display options further comprises the step of showing multiple sets of terms on multiple display pages.

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Claim 127. The method of Claim 124, wherein the step of using display options further comprises the step of showing non-annotated stored terms to direct attention to changes in terms.

Claim 128. The method of Claim 124, wherein the step of using display options further comprises the step of using annotation to direct attention to changes in terms.

Claim 129. The method of Claim 128, wherein the step of using annotation further comprises the step of using highlighting to direct attention to changes in terms.

Claim 130. The method of Claim 128, wherein the step of using annotation further comprises the step of using underlining to direct attention to changes in terms.

Claim 131. The method of Claim 128, wherein the step of using annotation further comprises the step of using symbols to direct attention to changes in terms.

Claim 132. The method of Claim 123, wherein the step of using audio media choices further comprises the step of using text to speech options to direct attention to changes in terms.

Claim 133. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to show changes for only a specified subset of terms.

Claim 134. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes automatically as negotiations progress.

Claim 135. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes only as requested manually by a user.

Claim 136. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by linking a uniform resource locator to at least one subset of the changed terms.

Claim 137. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by transmitting a notification to the user, the notification referring to the changed terms.

Claim 138. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by sending an electronic mail message including the changed terms.

Claim 139. The method of Claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by sending an electronic mail message referring to the changed terms.

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Claim 140. An apparatus for providing an automated system of record for workgroup negotiations, comprising:

a sponsor function for supplying an initial set of terms for use by users in a workgroup, the terms specifying a subject for negotiation; and

a multivariate negotiations system including storage space, and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the multivariate negotiations system being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

Claim 141. The apparatus of Claim 140, wherein the subject for negotiation further comprises a set of standards.

Claim 142. The apparatus of Claim 140, wherein the subject for negotiation further comprises a schedule.

Claim 143. The apparatus of Claim 140, wherein the subject for negotiation further comprises a treaty.

Claim 144. The apparatus of Claim 140, wherein the subject for negotiation further comprises a plan.

Claim 145. The apparatus of Claim 140, wherein the subject for negotiation further comprises an allocation of resources.

Claim 146. The apparatus of Claim 140, wherein the subject for negotiation further comprises an allocation of efforts.

Claim 147. The apparatus of Claim 140, wherein the subject for negotiation further comprises a contract.

Claim 148. The apparatus of Claim 140, wherein the subject for negotiation further comprises requirements.

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Claim 149. The apparatus of Claim 140, wherein the subject for negotiation further comprises a design.

Claim 150. The apparatus of claim 140, wherein user supplied context further comprises duration parameters specifying how long the terms pertaining to a negotiation are to be kept.

Claim 151. A method for providing an automated system of record for workgroup negotiations, comprising the steps of :

    supplying an initial set of terms for use by users in a workgroup, the terms specifying a subject for negotiation; and

    operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing the changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

Claim 152. The method of Claim 151, wherein the step of specifying the subject for negotiation further comprises the step of specifying a set of standards.

Claim 153. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a schedule.

Claim 154. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a treaty.

Claim 155. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a plan.

Claim 156. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying an allocation of resources.

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Claim 157. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying an allocation of efforts.

Claim 158. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a contract.

Claim 159. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying requirements.

Claim 160. The method of Claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a design.

Claim 161. The method of claim 151, wherein the step of using user supplied context further comprises the step of specifying how long the terms pertaining to a negotiation are to be kept.

Claim 162. An apparatus for communicating information about a negotiation, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor authority for assigning a unique identifier to such a negotiation at the initiation of negotiations.

Claim 163. The apparatus of Claim 162, wherein the sponsor authority further comprises a router for routing negotiation information related to a unique identifier.

Claim 164. The apparatus of Claim 163, wherein the sponsor authority further comprises a central switch for forwarding negotiation information from the router to a designated recipient.

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Claim 165. The apparatus of Claim 164, wherein the sponsor authority further comprises a dynamic manager for querying a router for information about an identified negotiation.

Claim 166. A method for communicating information about a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

assigning a unique identifier to such a negotiation at the initiation of negotiations, through the use of a sponsor authority.

Claim 167. The method of Claim 166, wherein the step of assigning a unique identifier further comprises the step of routing negotiation information related to a unique identifier through the use of a router.

Claim 168. The method of Claim 167, wherein the step of assigning a unique identifier further comprises the step of forwarding information from the router to a designated recipient through the use of a central switch.

Claim 169. The method of Claim 168, wherein the step of assigning a unique identifier further comprises the step of querying a router for information about an identified negotiation through the use of a dynamic manager.

Claim 170. An apparatus for communicating dynamic information during a negotiation, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive

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to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation;

a dynamic manager for transforming rules for governing negotiations into an active template associated with the unique identifier, the active template containing terms for use during such a negotiation.

Claim 171. The apparatus of Claim 170, wherein the active template further comprises predefined fields.

Claim 172. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to provide variables to computer programs.

Claim 173. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to provide basic negotiation terms.

Claim 174. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to activate transactions during a negotiation.

Claim 175. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to receive variables communicated from a computer program.

Claim 176. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to contain variables and the rules to be applied to those variables.

Claim 177. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to specify actions to be taken at specified phases in a negotiation.

Claim 178. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to apply variables resulting from a designated negotiation iteration to a computer program.

Claim 179. The apparatus of Claim 171, wherein the predefined fields further comprise fields formatted to supply security access control information associated with each variable.

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Claim 180. A method for communicating dynamic information during a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

assigning a unique identifier to a negotiation at the initiation of such a negotiation through the use of a sponsor authority;

transforming rules for governing negotiations into an active template associated with the unique identifier through the use of a dynamic manager, the dynamic manager also inserting terms for use during such a negotiation into the active template.

Claim 181. The method of Claim 180, wherein the step of inserting terms for use further comprises the step of using predefined fields.

Claim 182. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to provide variables to computer programs.

Claim 183. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to provide basic negotiation terms.

Claim 184. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to activate transactions during a negotiation.

Claim 185. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to receive variables communicated from a computer program.

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Claim 186. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to contain variables and the rules to be applied to those variables.

Claim 187. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to specify actions to be taken at specified phases in a negotiation.

Claim 188. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to apply variables resulting from a designated negotiation iteration to a computer program.

Claim 189. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to supply security access control information associated with each variable.

Claim 190. The method of Claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to contain variables and the rules to be applied to those variables.

Claim 191. An apparatus for processing a plurality of negotiations comprising:  
at least one a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and  
a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

Claim 192. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process commercial negotiations; and

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application programming interface functions configured to transmit data to and from the commercial negotiations and to and from user-specified systems.

Claim 193. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process internal workgroup negotiations; and

    application programming interface functions configured to transmit data to and from the workgroup negotiations and to and from user-specified systems.

Claim 194. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process negotiations with customers; and

    application programming interface functions configured to transmit data to and from the customer negotiations and to and from user-specified systems.

Claim 195. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process sales negotiations; and

    application programming interface functions configured to transmit data to and from the sales negotiations and to and from user-specified systems.

Claim 196. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process technical negotiations; and

    application programming interface functions configured to transmit data to and from the technical negotiations and to and from user-specified systems.

Claim 197. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process negotiations with suppliers; and

    application programming interface functions configured to transmit data to and from the supplier negotiations and to and from user-specified systems.

Claim 198. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process planning negotiations; and

    application programming interface functions configured to transmit data to and from the planning negotiations and to and from user-specified systems.

Claim 199. The apparatus of Claim 191, wherein the multivariate negotiations engine further comprises:

    a multivariate negotiations engine configured to process internal budget and financial negotiations; and

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application programming interface functions configured to transmit data to and from the internal budget and financial negotiations and to and from user-specified systems.

Claim 200. A method for processing a plurality of negotiations comprising the steps of: operating at least one a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

using a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

Claim 201. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process commercial negotiations; and

configuring application programming interface functions to transmit data to and from the commercial negotiations and to and from user-specified systems.

Claim 202. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process internal workgroup negotiations; and

configuring application programming interface functions to transmit data to and from the workgroup negotiations and to and from user-specified systems.

Claim 203. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process negotiations with customers; and

configuring application programming interface functions to transmit data to and from the customer negotiations and to and from user-specified systems.

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Claim 204. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process sales negotiations; and  
configuring application programming interface functions to transmit data to and from the sales negotiations and to and from user-specified systems.

Claim 205. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process technical negotiations; and  
configuring application programming interface functions to transmit data to and from the technical negotiations and to and from user-specified systems.

Claim 206. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process negotiations with suppliers; and  
configuring application programming interface functions to transmit data to and from the supplier negotiations and to and from user-specified systems.

Claim 207. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process planning negotiations; and  
configuring application programming interface functions to transmit data to and from the planning negotiations and to and from user-specified systems.

Claim 208. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of :

configuring a multivariate negotiations engine to process internal budget and financial negotiations; and  
configuring application programming interface functions to transmit data to and from the internal budget and financial negotiations and to and from user-specified systems.

Claim 209. An apparatus for processing negotiations in multiple communities comprising:

at least one multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending

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and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity;

sponsored community software for specifying rules and procedures for at least one community; and

a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

Claim 210. The apparatus of Claim 209, wherein the sponsored community further comprises a commercial community.

Claim 211. The apparatus of Claim 209, wherein the sponsored community further comprises a non-commercial community.

Claim 212. A method for processing negotiations in multiple communities comprising the steps of :

operating at least one multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity;

specifying rules and procedures for at least one community using sponsored community software; and

assigning a unique identifier to a negotiation at the initiation of such a negotiation using a sponsor authority.

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Claim 213. The method of Claim 212, wherein the step of specifying rules and procedures further comprises the step of specifying rules and procedures for a commercial community.

Claim 214. The method of Claim 212, wherein the step of specifying rules and procedures further comprises the step of specifying rules and procedures for a non-commercial community.

Claim 215. An apparatus for evaluating information about a process related to a negotiation, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a process mining function for evaluating a process related to such a negotiation.

Claim 216. The apparatus of Claim 215, wherein the process mining function further comprises an active template for specifying variables to be evaluated.

Claim 217. The apparatus of Claim 216, wherein the active template further comprises an alert mechanism for initiating evaluation.

Claim 218. The apparatus of Claim 216, wherein the active template further comprises a sponsor authority for assigning a unique identifier to a negotiation.

Claim 219. The apparatus of Claim 216, wherein the active template further comprises predefined fields for activating a computer program to analyze the specified variables.

Claim 220. The apparatus of Claim 216, wherein the specified variables include data collected during the negotiation.

Claim 221. The apparatus of Claim 216, wherein the specified variables include trackable events occurring as a result of the negotiation.

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Claim 222. The apparatus of Claim 216, wherein the specified variables include trackable activities occurring as a result of the negotiation.

Claim 223. The apparatus of Claim 220, wherein the computer program further comprises a dynamic manager for converting the results of an analysis into an active template for governing subsequent negotiations.

Claim 224. The apparatus of Claim 223, wherein the dynamic manager further comprises a procedure for recommending modifications to an existing agreement as a result of an analysis performed.

Claim 225. The apparatus of Claim 223, wherein the dynamic manager stores the results of an analysis associated with a unique identifier in the storage area.

Claim 226. The apparatus of Claim 216, wherein the specified variables are associated with a single user.

Claim 227. The apparatus of Claim 216, wherein the specified variables are associated with at least two users.

Claim 228. The apparatus of Claim 227, wherein the users agree to provide access to information for purposes of an evaluation.

Claim 229. The apparatus of Claim 223, wherein the dynamic manager further comprises a security function for validating that the results stored have appropriate access controls and privilege safeguards.

Claim 230. A method for evaluating information about a process related to a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the

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indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and evaluating a process related to such a negotiation by using a process mining function.

Claim 231. The method of Claim 230, wherein the step of evaluating a process further comprises the step of specifying variables to be evaluated using an active template.

Claim 232. The method of Claim 231, wherein the step of using an active template further comprises the step of initiating an evaluation using an alert mechanism.

Claim 233. The method of Claim 231, wherein the step of using an active template further comprises the step of assigning a unique identifier to a negotiation.

Claim 234. The method of Claim 231, wherein the step of using an active template further comprises the step of activating a computer program to analyze the specified variables.

Claim 235. The method of Claim 231, wherein the step of using an active template further comprises the step of including data collected during the negotiation.

Claim 236. The method of Claim 231, wherein the step of using an active template further comprises the step of including trackable events occurring as a result of the negotiation.

Claim 237. The method of Claim 231, wherein the step of using an active template further comprises the step of including trackable activities occurring as a result of the negotiation.

Claim 238. The method of Claim 234, wherein the step of activating a computer program further comprises the step of converting the results of an analysis into an active template for governing subsequent negotiations.

Claim 239. The method of Claim 238, wherein the step of converting the results of an analysis further comprises the step of recommending modifications to an existing agreement as a result of an analysis performed.

Claim 240. The method of Claim 239, wherein the step of converting the results of an analysis further comprises the step of storing the results of an analysis associated with a unique identifier in the storage area.

Claim 241. The method of Claim 231, wherein the step of specifying variables further comprises the step of associating them with a single user.

Claim 242. The method of Claim 231, wherein the step of specifying variables further comprises the step of associating them with at least two users.

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Claim 243. The method of Claim 242, wherein the step of associating them with at least two users further comprises obtaining the users' agreement to accessing information for purposes of an evaluation.

Claim 244. The method of Claim 238, wherein the step of converting the results of an analysis further comprises the step of validating that the results stored have appropriate access controls and privilege safeguards.

Claim 245. An apparatus for processing a negotiation and displaying changes in terms, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor procedure for configuring how changes in terms are to be indicated.

Claim 246. The apparatus of Claim 245, wherein the sponsor procedure further comprises configuring which iterations of changes in terms to display during processing of the negotiation.

Claim 247. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring at installation time which iterations of changes in terms to display.

Claim 248. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring interactively which iterations of changes in terms to display.

Claim 249. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes in only the most recent iteration of terms.

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Claim 250. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes between an initial set of terms and the most recent iteration of terms.

Claim 251. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes between a user-specified sequence of iterations of terms.

Claim 252. The apparatus of Claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display the history of all changes in all iterations of terms.

Claim 253. A method for processing a negotiation and displaying changes in terms, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and configuring how changes in terms are to be indicated.

Claim 254. The method of Claim 253, wherein the step of configuring further comprises the step of configuring which iterations of changes in terms to display during processing of the negotiation.

Claim 255. The method of Claim 254, wherein the step of configuring further comprises the step of configuring at installation time which iterations of changes in terms to display.

Claim 256. The method of Claim 254, wherein the step of configuring further comprises the step of configuring interactively which iterations of changes in terms to display.

Claim 257. The method of Claim 254, wherein the step of configuring further comprises the step of configuring to display changes in only the most recent iteration of terms.

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Claim 258. The method of Claim 254, the step of configuring further comprises the step of configuring to display changes between an initial set of terms and the most recent iteration of terms.

Claim 259. The method of Claim 254, wherein the step of configuring further comprises the step of configuring to display changes between a user-specified sequence of iterations of terms.

Claim 260. The method of Claim 254, the step of configuring further comprises the step of configuring to display the history of all changes in all iterations of terms.